

## U.S. States Seek More Trade Governors Look Abroad to Cope With Deluge of Imports

By John Herbers

New York Times Service  
BOISE, Idaho — As the states seek to improve their economies with exports abroad and foreign investments at home, they are striding into the arena of international trade, according to a report released at the annual convention of the National Governors' Association.

The states have entered a field once dominated by the federal government because the apparatus set up by Congress to help U.S. exporters and increase foreign investments in this country is inadequate to meet the need, governors say.

Now, with the encouragement of the Reagan administration, which favors this and other such decentralized efforts, the states are moving on their own to establish special relationships with other nations.

"There's a real role for the governors and the state government in the international arena," said Governor John Carlin of Kansas, president of the association.

States are increasing their appropriations for foreign trade; stationing representatives abroad to search for markets; giving financial aid to exporters and foreign com-



Governor John Carlin

panies that put plants within their borders; sponsoring trade missions; and establishing "sister state relationships" with corresponding foreign governments, according to the association's report, which was released Sunday.

Tennessee, which has received a large share of Japanese plants locating in the United States, has heavily subsidized the plants with access roads and other amenities. Japanese and Tennessee delegations have visited each other's territory and have proclaimed similarities between the two peoples and their lands that had never occurred to anyone before.

A protectionist bill, or as the Democrats prefer to call it, a "fair trade" measure, was introduced by leading Democrats in Congress last week. More are on the way, and Mr. Chapman's race has given the national party a chance to do a little market research as it figures out how to hone the issue for the 1986 midterms races.

Even before Mr. Chapman's victory, the party researchers liked what they saw.

"The good news out of the Texas race, win or lose, is that we have an issue we know we can use next year," said Martin Franks, executive director of the Democratic Congressional Campaign Committee, before voting day.

George Shipley, Mr. Chapman's chief strategist, said: "It's hotter than a pistol," and added, "It seems to cut with everyone — farmers, workers, seniors, small business."

Trade, Mr. Chapman said, "is a real red-white-and-blue issue." He peppered his talk to the farmers with calls for the "greatest country in the free world" to reverse its "unilateral disarmament" of trade and use its "might" to make its trading partners "play fair."

Surveys over the past decade have shown that large majorities of Americans favor import restrictions on foreign goods priced lower than U.S. goods. Last fall, a Roper Organization poll put the number supporting such restrictions at 66 percent.

(Continued on Page 2, Col. 1)

## Trade Gap May Become Hot U.S. Issue for 1986

By Paul Taylor

Washington Post Service

PARIS, Texas — The farm runoff for candidates in a special congressional election had been a bore until Jimmy West got up to talk about his run-in this summer with foreign competition.

Mr. West has been unable to sell his \$30,000 oak crop because he has been undercut at the local feed mill by Danish imports. The moment that he told his story, the hall was alive with grievances and profanities.

For the rest of the night, nobody wanted to talk about anything else, least of all Jim Chapman, the Democrat who last Saturday won the special election for the open seat in this northeast Texas district.

The exact situation you describe, we're finding with Korean steel, Canadian lumber, Argentinian dairy imports, Saudi oil and gas, Italian textiles," Mr. Chapman said.

"Right down the list, you name the industry, you name the country, we're getting our lunch eaten by subsidized foreign imports," Mr. Chapman said.

The Republican candidate, Edd Hargett, who later lost the election to Mr. Chapman, was considerably more restrained in his remarks. Mr. Hargett, who calls himself a philosophical free-trader, urges enforcement of existing laws to prevent the dumping of foreign goods on domestic markets.

The Texas race is an illustration of how tough talk on trade is emerging as the hottest new Democratic theme in this year of soul-

searching and regrouping for the party.

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(Continued on Page 2, Col. 1)

## In Poland, a Student Can Outearn a Professor

By Michael T. Kaufman

New York Times Service

WARSAW — Irena is a 19-year-old university student with a summer job washing windshields at a gasoline station 25 miles from here. She makes six times as much in tips as her father gets as a professor at Warsaw University, and almost as much as General Wojciech Jaruzelski, the Polish leader.

Irena feels her tips are so high because Polish vacationers are "showing off." But her case is just one of the anomalies that define a wildly unbalanced economy.

At one end of the economic spectrum are people who feel the pinch and complain about recent increases, which put prices of milk, bread and meat at levels still far below elsewhere in Europe. At the other end are people who regularly buy privately imported lemons, grapes and eggplants at the equiva-

lent of \$6 a pound and more, and who lament that they have more money than they can spend.

From a Western perspective, for people with Western currency, Poland is probably the least expensive country in Europe. Scotch is available at \$4 a bottle. French perfume is cheaper than at any duty-free shop. A four-passenger, Polish-produced Fiat can be bought, without a wait, for \$1,500.

Moreover, although rents are low, the waiting period for an apartment can be 18 years and if a Pole wants to buy that small Fiat for Polish money, rather than dollars, he will have to wait several years and pay 650,000 zlotys, or 36 months of an average salary.

But for a teacher or a Polish worker without a generous relative in Chicago, Toronto or Sydney, or a cache of dollars obtained during a visit abroad, life can be punitively

expensive. To get the dollars to buy that bottle of Scotch, or boxes of Dutch chocolate, or American jeans or Danish toys, imported stoves or washing machines sold in the 650 Western currency shops, a Pole would have to exchange zlotys at the going rate of more than 600 to the dollar. This means that the \$4 bottle of Scotch ends up costing him 2,400 zlotys, equal to nearly three days of average wages.

The contradictions of the Polish consumer market are so blatant and wild that when a foreigner casually compared the domestic economy to a madhouse, a Polish economic planner interjected, "Oh, no, you know that madhouses have to be very orderly."

A central problem bedeviling this economy is how to determine

(Continued on Page 2, Col. 7)

that's east of Johannesburg, has its own story.

Duduza is a black township like many, but its prominence beyond South Africa's borders has been higher than most. Close to white gold-mining towns with names like Brakpan, Springs and Nigel, it is the place where Bishop Desmond M. Tutu, the winner of the 1984 Nobel Peace Prize, and a fellow cleric, Bishop Simeon Nkone, saved a man from incineration by a crowd that had judged him to be a police informer.

It is the place where Maki Skosana, a mother in her 20s, was not so lucky and died ablaze in front of television cameras, the day the state of emergency was proclaimed two weeks ago.

Duduza became known as one of South Africa's most unruly townships, a place where black policemen were withdrawn after arsonists attacked their homes and where black local government sponsored by the white authorities had collapsed.

It is the place where Makgona Tsoa, a

central figure in the colored township, "one man

said, using the official word, "colored," for those of mixed race, "their hearts bleed."

In Duduza, by contrast, electricity re-

mained a privilege of the few.

The people of a township called Charterton were told that they were to be moved into a new place, called Duduza, which means comfort. Some were in favor of the move because they were told there would be paved roads and electric lighting and a sewer system other than buckets distributed and collected by the authorities.

Others, according to a 37-year-old man

who was 14 at the time, felt mistrustful about the move, sensing they would lose

freedom rights and a sense of community.

What happened, however, surprised them all. When blacks were moved from Charterton, the authorities demolished it

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"I got in with the aim of fighting the system from within," said the former mayor, Kekane Moloi, who was forced to resign. "I thought I would help my people get all the luxuries that other black townships enjoy. Unfortunately I was wrong."

And so, the chronicle of unrest began.

Residents took their sewage buckets and

emptied them outside the offices of the white authority responsible for township development.

Rents were increased in March and then

schooling was suspended amid the ensuing violence. The pattern — a community grievance articulated by older citizens and

translated into action by their children — seems widespread in black townships.

Before this March in Duduza, when resi-

dents began to hold meetings to discuss

their plight, their complaints were directed at rent increases and the purported corrup-

tion of community leaders.

This year, the battle lines hardened. The

diary of one resident tells the story:

April 22: Police use tear gas to disperse crowds stoning boerhaals. April 24: A man

died during a confrontation with the police and three were injured. May 20: A high-

school leader, Patricia Mbobeni, 19, was

hurt and after the funeral more police

houses and shops and homes of town offi-

cials were burned.

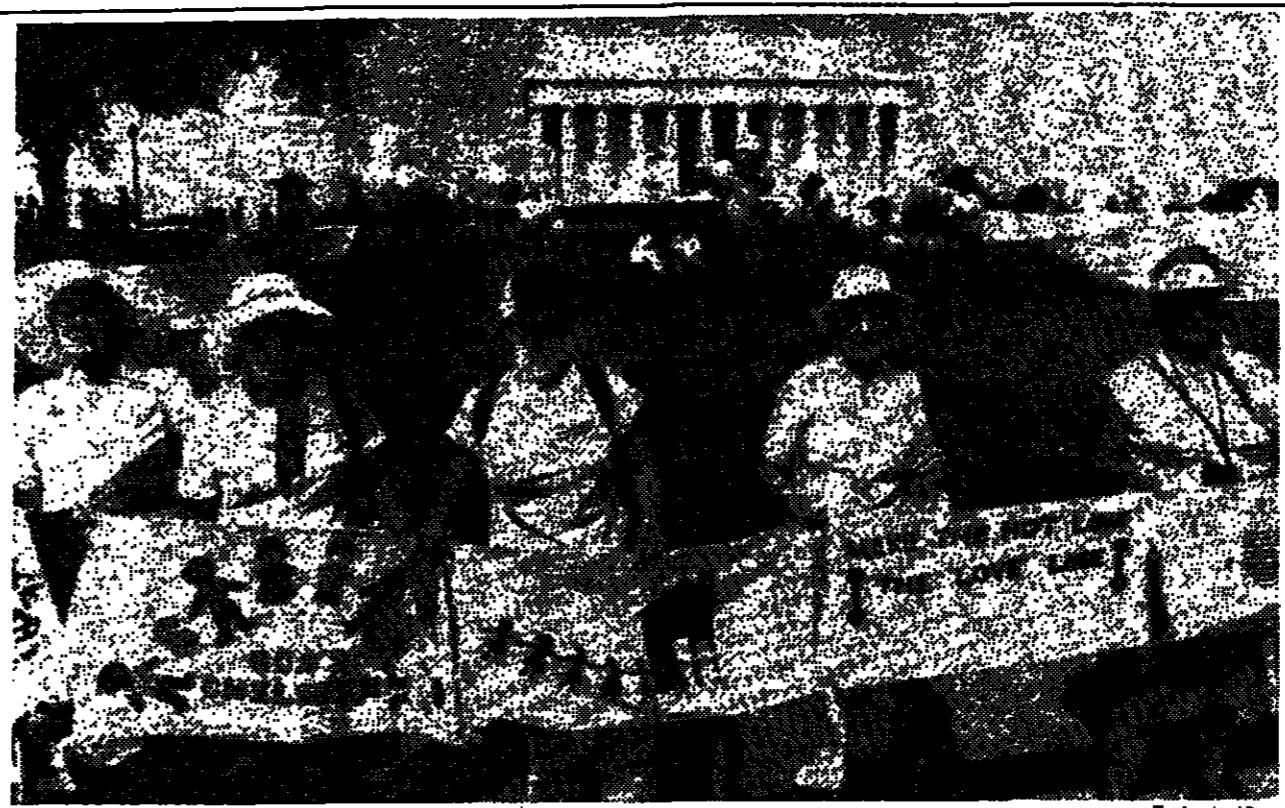
May 20: A 50-year-old white nurse is

dragged from her car and stoned, dying

later in a hospital. May 23: Police and army units move in. June 25: There are

reports of white policemen, heavily armed,

(Continued on Page 4, Col. 3)



An estimated 15,000 demonstrators in Washington, most of them women, encircled the Capitol, the Lincoln Memorial and the Pentagon, carrying a 15-mile-long

tapestry "ribbon." The three panels of homemade banners were joined after a four-hour march, marking the 40th anniversary of the bombing of Hiroshima.

The Associated Press

## With Doves and Prayer, Hiroshima Remembers

Washington Post Service

Hiroshima is an endless warning for the future of mankind."

He made the remarks in a welcoming speech at a convocation known as the First World Conference of Mayors for Peace Through Inter-City Solidarity. The conference has brought officials from about 95 cities in Japan and abroad to Hiroshima.

Preparations have been under way for weeks. On Sunday, two groups of about 600 people each who had made peace marches from Tokyo, about 600 miles (975 kilometers) away, arrived in the city. After Tuesday, many participants will move on to Nagasaki, where the second nuclear attack was carried out on Aug. 9, 1945.

Hiroshima is not merely a witness of history," Mayor Takeshi Araki said Monday. "It is among the visitors, described his experiences here as "absolutely shattering." Mr. Lemmon said he had never been an activist, but that he planned to speak out on nuclear disarmament when he returned to the United States.

Peace activists also have turned to theater to press the theme of "No More Hiroshimas."

A trolley car dating from the day of the attack, one of four said to be in service here, was to run Wednesday, carrying 40 persons who survived the bombing.

Several hundred people were expected to throw themselves to the ground in a "die-in" in the shadow of the prefecture commercial exhibit hall. The hall is the only building the rebuilt city has preserved in its ruined state.

Jack Lemmon, the American actor, who is among the visitors, described his experiences here as "absolutely shattering." Mr. Lemmon said he had never been an activist, but that he planned to speak out on nuclear disarmament when he returned to the United States.

## U.S., Greece Act to Ease Friction Over Hijacking

*Prompt Upgrading of Airport Security Called Positive Sign by Washington*

By Loren Jenkins  
*Washington Post Service*

ATHENS — The friction in Greek-U.S. relations caused by the hijacking in June of a Trans World Airlines plane after takeoff from Athens has been eased considerably by the prompt improvement of airport security here, according to U.S. and Greek officials.

Officials said that both governments have strongly indicated that they were determined to see relations improve.

"It is true, the TWA incident harmed our relationship, and there is still a taste of bitterness," said a senior Foreign Ministry official who spoke on the condition that he not be named. "But there is a strong will from both sides to improve relations and I think there is evidence that they have improved substantially of late."

At the time of the hijacking, the U.S. government expressed displeasure because two of the Shiite Moslem hijackers boarded the Cairo-to-Rome flight during a stopover in Athens and an accomplice who was captured by the Greeks at the airport was freed in exchange for the release later of Greek hostages on the plane.

## U.S. States Look Abroad

(Continued from Page 1)  
tion in Minnesota is of Scandinavian descent.

New York has been combing the state for companies capable of setting up joint ventures between foreign and domestic companies.

Foreign business executives can now commonly get help in their own language while visiting the United States. Nevada, for example, has a "language bank hotline" at the airport in Las Vegas where foreigners can receive information from Nevadans speaking more than 80 foreign languages.

Several officials said the states probably would have never become so heavily involved in foreign trade had the federal programs been more effective.

Recently, some states have proposed that they be given limited authority to commit Export-import guarantees, and the bank has agreed to a test program in which Illinois, Michigan, Minnesota and Wisconsin have temporarily been given that authority.

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Bombs Leave Crater After Traffic Accident

Emergency workers gathered at a crater created Sunday by the explosion of three bombs after a traffic accident on Interstate 40 near Checotah, Oklahoma. The bombs were being hauled by truck from a munitions factory and exploded in a fire that resulted from the accident. Most of the 49 persons injured suffered from inhalation of toxic gases released by the fire. The town was evacuated.

The Associated Press

## Reagan Says He Had Skin Cancer Removed

(Continued from Page 1)

Maryland, over the weekend, that he was told that a biopsy had revealed a form of skin cancer.

The president disclosed news of the skin cancer as "a little heart-breaking" because it would restrict his exposure to the sun after many years of enjoying a tan.

His wife, Nancy, had a similar skin cancer removed from her upper lip in 1982.

### Mild Form of Disease

Research has shown that the type of skin cancer that Mr. Reagan had removed from his nose is the most common form of cancer in whites, and it is especially prevalent in those who live in sunny locales, The Associated Press reported.

The cancer, called basal cell carcinoma, is rarely dangerous. Although it can grow and invade

nearby tissue if it is not removed, it seldom spreads through the body.

Precise estimates of the incidence of the cancer are difficult to obtain, because it is so often treated routinely in doctors' offices, officials say. The federal Department of Health and Human Services quotes rough estimates of 400,000 new cases a year of nonmelanoma skin cancer in the United States. Melanoma is a much less common but often dangerous form of skin cancer.

The death rate from nonmelanoma skin cancer is about 1 percent, or about 1,900 deaths a year, but most of those deaths are due to squamous cell carcinoma, the second most common form of nonmelanoma skin cancer after the basal cell carcinoma.

The highest incidence of nonmelanoma skin cancers around the world occurs in whites in Australia, where it is not removed, it seldom spreads through the body.

The chief risk factor is exposure to sunlight, but such cancers have also been found in radiation workers.

### Chinese Officials Drown On Trip to Swedish Isle

STOCKHOLM — Two members of a Chinese trade delegation drowned Saturday when they fell off a cliff on an island off the coast of Sweden, the Swedish news agency TT reported.

The agency said an eight-man delegation was visiting the island of Ljustero east of Stockholm when one of the officials slipped off a cliff. He drowned, along with another man who tried to rescue him.

A Noland delegation traveled with army helicopters overhead, to the border village of Crossmaglen in South Armagh, which has been dubbed "bandit country" because of frequent anti-British attacks.

London, Dublin and Washington have repeatedly accused Noland of financing IRA terrorism. Noland insists it collects money to help the victims of what it terms British oppression in the province.

The Noland delegation is expected to be present at Roman Catholic demonstrations Friday marking the 14th anniversary of the date when scores were rounded up and interned without trial.

A Noland spokesman in Belfast, Richard Lawlor, said his organization believed Catholics have a "moral right" to take up arms against the British, who, he said, rule the province in a "very vicious and brutal manner."

The pilot of Flight 191 complied, cutting his airspeed just as he headed into a violent storm that had appeared without warning near the airport, G.H. Patrick Bursley, the National Transportation Safety Board member who is heading the investigation, said Sunday night.

Mr. Bursley said higher airspeed was a good way for a plane to deal with the dangers of wind shear, or rapid changes in wind speed and direction, which is suspected as the cause of the crash. He said the airport's wind-shear alarm system went off about 14 minutes after Flight 191 crashed.

When the Lockheed L-1011 Tristar emerged from the turbulent air mass, the tower controller was alarmed to see the plane well beneath the safe final glide path to the runway and ordered the pilot to approach again. But the controller told investigators that he saw the plane's left wing drop, and the airliner crashed well short of the runway.

### Leader of Coup in Uganda Seeks Unity Among Factions

(Continued from Page 1)  
that have become central headquarters for the new regime.

Western diplomats say that what Mr. Museveni wants and what he will do if he does not get it represent the main card remaining to be played as the new regime begins the process of forming a cabinet and administration.

These sources say Mr. Museveni has kept pressure on the new leaders so that he can play a significant role in the new government.

How many seats he manages to gain could be seen as a symbol of how far the new leaders are willing to go in accommodating him and his views of how the nation should be run, Western analysts say.

Colonel Okello said that until the country's various political parties came together and agreed on how best to form the cabinet no new cabinet officials would be announced. He said that if leaders of parties who had left Uganda were afraid to come back, the new government would send a delegation outside the country to meet them.

Brigadier Okello, a member of the Acholi tribe, which dominates

the army, said no political detainees held under the Obote regime would be released until a full government had been established.

Western sources placed the number of detainees in civilian prisons, who have been held without charges or trial, at about 800.

When asked about the gross human rights violations that have plagued Uganda, a matter of grave concern to the United States and to Amnesty International, the London-based human rights organization, he said it would be left to the new prime minister and to the new prime minister to decide whether to invite Amnesty International into the country. But he said it would be a good move to allow the group in.

Amnesty International recently issued a report of atrocities in Uganda showing that this country continued to have one of the world's worst records on human rights. The organization charged that thousands of people were being held by the military in various barracks.

When members of the organization asked for permission to enter the barracks, the Obote government refused.

Brigadier Okello maintained that his military forces had killed no one during the coup but said he had received reports that members of Mr. Obote's special security forces had mutilated and killed more than 100 civilian men, women and children in the area of the city of Lira in northern Uganda.

■ Obote Opponent Gets Post

The main opposition leader under former President Obote was appointed Monday as internal affairs minister under the military government, The Associated Press reported from Kampala.

Paul Ssemogerere, leader of the Democratic Party, was sworn in at the Parliament building by Lieutenant General Tito Okello, the interim head of state and chairman of the military council that took power after the coup.

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## RIEFS

## on Riot, Kill 10

10 prisoners as they stormed the Bang Kwang killing 10 prisoners as they nearly 30 hours.

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aliens on the 500-acre prison

is sentences, who were denied

visitation rights for all inmates

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reaction that would lead to

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## Questioned

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question two Turks whom

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May 13, 1981.

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## Before Crash

Delta Airlines jumbo

Fort Worth International

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condemned "Rambo: First

Violence" and urged British

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in Britain on Aug. 30. The

film in New York last week

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(AP)

be Greater London Comis-

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ited Monday.

Revised

## ope System

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Vodzinski said that such a

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The Associated Press  
U.S. delegation to the festival marches into the stadium.

## Soviet Youth Festival: Tight Control With Warm Experiences

By Seth Mydans  
*New York Times Service*

MOSCOW — By the time the weeklong youth festival was over, John Bal, a social worker with young people in New York City, had given away 500 small U.S. flags, 200 pins showing the Empire State Building, 40 bronze models of the Statue of Liberty and nearly 1,000 picture postcards of New York.

The pins he got in exchange, honoring Soviet holidays, towns and public figures, covered so much of his denim jacket that he jingled slightly as he walked.

"They may have had their own propaganda reasons for holding the festival," he said. "But I had my own reasons for coming — to make personal contacts with people from other countries. And from my point of view the festival has been a success."

Mr. Bal's experiences during the eight days illustrated something of the mixture of tight official control and warm individual experiences.

The 12th International Festival of Youth and Students came to an end Saturday night with a spectacular Lenin Stadium ceremony with dancers, singers and fireworks.

Organizers said young people from 157 nations attended the festival, which featured symposiums on propaganda themes such as imperialism and racism, as well as an enormous anti-war pageant in the Dynamo Stadium.

Most of the participants were from Soviet bloc nations or Communist and leftist groups that support Soviet positions. But some, like Mr. Bal, were lured by the thought of making friends across ideological barriers.

"I didn't run into much anti-Americanism, except

from the anti-Americans in the American delegation," Mr. Bal said.

The U.S. delegation appeared to be dominated by activists for whom the festival was one more among many causes: A bulletin board at the club set up for Americans displayed flyers on how to spot racism and sexism in children's literature, the many uses of rice, improvements in women's prisons and what an individual could do about oil pollution.

"I consider myself in the middle, a Democrat, and I never expected to find myself defending America like

"I was one of the ones with my hands on the flag," he said, "and we carried it the right way up."

But when his group came upon a group of Cubans chanting "Cuba, all Yankee out!" and when it became evident the Cubans were serious, he said, "They decided to put the flag away."

At this point, Mr. Bal said, he decided to attach a small U.S. flag to his jacket, and discovered what an attraction it made him.

"In about four hours, I got 82 pins and about 30 postcards," he said. "I must have signed my name 100

times. They even stood in line to tell me they wanted peace and friendship with America."

He said his troubles within the U.S. delegation began when he and a dozen others discussed visiting the U.S. Embassy to hear its answers to Soviet charges that it opposed the festival.

After some debate among the Americans, Mr. Bal was escorted by a Soviet guide into a back room for what, he said, "I guess amounted to an interrogation"

by a man who identified himself as Nikolai, chief of security.

The man called Nikolai asked him about his attitude toward the festival. When Mr. Bal said he had been impressed by the opening ceremony and was enjoying meeting new friends, he was told: "In Russia we have an expression that one may be marching in step, but not marching in step correctly."

Nikolai said he could not stop Mr. Bal from visiting the embassy, but that this would not demonstrate the proper festival spirit. Mr. Bal did visit the embassy, he said, and was made to feel welcome.

Mr. Bal, who said he served during the Vietnam War in the U.S. Navy at Pearl Harbor, reported he had some misgivings about a meeting that was set up with a delegation from Vietnam. At the encounter, he relayed greetings from Americans who had served in Vietnam and handed out some of his souvenir flags, pins and statues.

"Some of the Vietnamese came up afterward and shook my hand," he said. "I was really touched. It was like, 'We want to forget and move on.'"

Then, he said, Kim Phuc, who at the age of 9 was the subject of one of the most famous photographs of the Vietnam War — severely burned and running down a road without clothing after a napalm bombing — approached him and gave him a small ring.

He said the gesture overwhelmed him.

"I was so excited," he said. "I almost wanted to leave right then and jump on a plane to tell my friends, 'Hey, that girl in the photograph...'"

"That," Mr. Bal said, "was one of the most dramatic moments for me, other than being interrogated by Nikolai."

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a right-winger," said Mr. Bal. "But I guess I just couldn't continue to hear things that seem basically unfair in criticizing America."

He said the divisions among the 276 Americans at the festival became evident on the first day, when the group he was in debated whether to march to the ceremony with a U.S. flag and, if so, whether to carry the flag upside down — an international distress signal.

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# Hiroshima: At 8:16 A.M., Horrific Era Began

**40 Years Later, Residents Are Infused With the Quest for Disarmament**

By John Burgess

Washington Post Service  
HIROSHIMA

**T**HE chimes that sound from Hiroshima's Peace Memorial Park each morning at 8:16 mark the precise time that the atomic bomb exploded over the unsuspecting city in 1945 and the world passed from one age to another.

"You have to be close, however, to hear them. A few blocks from the park, the chimes are lost in the din of streetcars, whistles and clattering feet. A modern industrial city of more than a million people is gearing up for a new day."

Like the sounds of morning here, Hiroshima's goals as it prepares for this day, Aug. 6, which marks the 40th anniversary of the day the clock stopped, are an unlikely mixture of material wealth and spiritual leadership in the global campaign against nuclear weapons.

The pleasure boats moored along Peace Park are proof of success of the first goal. But people here are concerned that the fight for disarmament is faltering, that the world is forgetting the horrors of nuclear weapons and will use them again.

"The atomic bomb is always there in the back of my mind," said Terukazu Ooshige, 18, a high school student. It is a signature remark in a city where only a small number of people are professional activists but everyone cares.

It was a clear Monday morning when a B-29 bomber, the Enola Gay, appeared high over Hiroshima, which stands on a series of islands in the Ota River estuary. The plane was carrying a 10-foot-long uranium bomb, code-named Little Boy, with the explosive power of 20,000 tons of TNT.

At the time, the United States was preparing for an invasion of the Japanese mainland, which was expected to cause a million casualties. It was hoped in Washington that this bomb and others would force a decision to surrender and end the need for the invasion.

The bomb descended by parachute, and as schoolchildren here can explain, was detonated 1,900 feet (about 600 meters) above the city center for maximum destructive effect. The heat, for an instant as high as 300,000 degrees centigrade, blistered roof tiles, melted glass and stripped the skin of human beings. The blast ruptured intestines, buckled concrete bridges and flattened houses on top of their occupants.

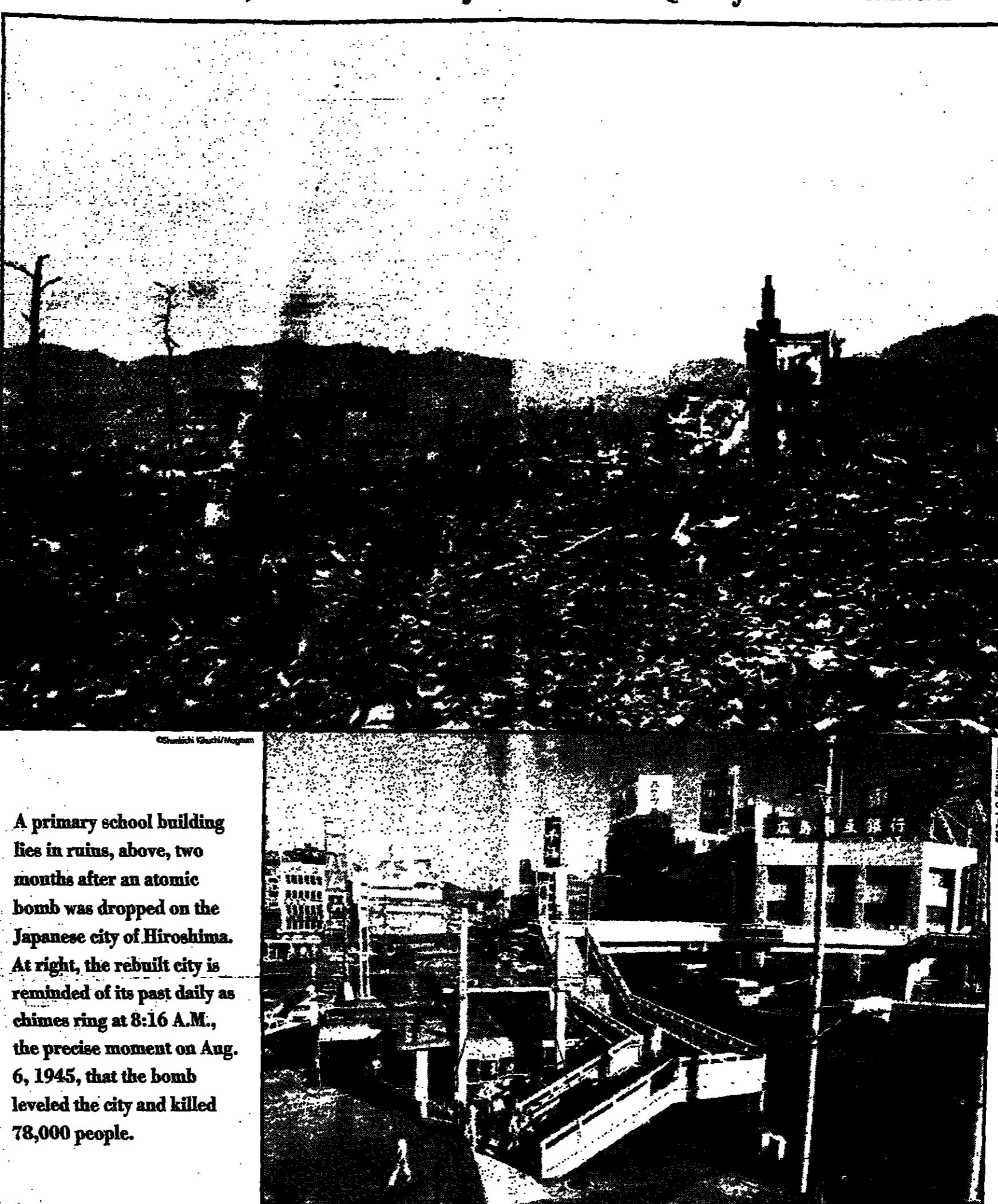
The bomb incinerated five square miles of homes and workplaces. Windows as far as 10 miles (16 kilometers) away were blown in. The mushroom cloud rose seven miles into the sky. The number who were killed immediately has been estimated by U.S. authorities at 78,150.

Three days later, a second bomb obliterated Nagasaki, another coastal city 175 miles to the southwest, killing an estimated 39,000. Six days after that, Japan surrendered.

The agony was just beginning, however. In ensuing years, many people who survived the blast began suffering from terrible radiation-linked diseases — leukemia, breast cancer, tumors and fatigue. Tens of thousands more died and bomb-related deaths continue today.

"Are you still alive? For many years, that was our hello," recalls Satoru Kitagawa, a retired government employee who received only bruises in the explosion but spent years going from doctor to doctor with ailments he believes were caused by radiation.

In view of this past, visitors to Hiroshima are often surprised to find so few physical signs of the destruction. Only one ruin remains, the commercial exhibit hall whose rusting dome has become a symbol of the city. Office buildings crowd in on Peace Park. In most places, Hiroshima is indistinguishable from a dozen other medium-sized cities in Japan.



A primary school building lies in ruins, above, two months after an atomic bomb was dropped on the Japanese city of Hiroshima. At right, the rebuilt city is reminded of its past daily as chimes ring at 8:16 A.M., the precise moment on Aug. 6, 1945, that the bomb leveled the city and killed 78,000 people.

Economic life revolves around the Mazda Motor Corp., the largest employer. Two huge plants on the waterfront employ about 28,000 people and turn out nearly a million vehicles a year. Other factories produce industrial machinery, furniture and electronics products.

Life after working hours revolves around the Hiroshima Carp, the team that in 1984 swept the Japan Series, the championship of professional baseball in this country, and is going strong this year. The home stadium is a few yards from Ground Zero. The team has probably

done more than anyone to diversify Hiroshima's image.

People in Hiroshima have the same mundane concerns of urban existence everywhere. Mobsters known as yakuza are said to be growing strong and putting pressure on construction firms. The city and national governments are squabbling over facilities vacated when part of a local university moved elsewhere. The city airport is too small.

What sets Hiroshima apart, of course, is its past and people. Today, it is home to 114,000 of the 367,000 people in Japan

who are officially registered as bomb survivors. They range from retired laborers to company chairmen and form a special class in the local society. About 8 percent of the city's annual \$1.4-billion budget goes for aid and free medical care for them.

Some live in seclusion and refuse to talk of their experiences. Others, such as Mr. Kitagawa, have conquered the anxiety that gripped them for years and today seem to draw emotional sustenance from recounting that day for visitors.

Anger against the United States for the

destruction and death has not completely subsided. Some survivors believe the Americans knew that Japan was about to surrender but wanted to test their new weapon on a city while they still had the chance.

But Hiroshima's official message to the world is that the tragedy occurred because of war. Who dropped the bomb on today's "Peace City" is held to be not important.

Since 1947, when hundreds of shanty houses were torn down to make way for Peace Park near Ground Zero, successive

city administrations have devoted enormous time, money and personnel to a worldwide campaign. Mayor Takeshi Araki has addressed the United Nations General Assembly, and this year he sent letters to President Ronald Reagan and the Soviet leader, Mikhail S. Gorbachev, appealing for disarmament.

In the park, the city maintains a Peace Memorial Museum where visitors gaze, often in silence, at such relics as melted bottles, tattered school uniforms and the front steps of the local branch of the Sumitomo Bank. The steps bear the shadow of an person who was sitting on them when the nuclear flash seared the city.

"Our goal is to accurately convey the reality of Hiroshima to the next generation," said Yoshiaki Kawamoto, a bomb survivor who is director of the museum. "The day is coming when there will be no one who can talk of it from experience. But I think the twisted bones and bones will tell the story."

**H**IROSHIMA children begin learning about the city in elementary school. They select research topics — what a bomb would do to today's Hiroshima, for instance — work on them in groups and then present their findings to the class.

Business organizations take part, too. The local Junior Chamber of Commerce, for example, has commissioned a Hiroshima Symphony to have its premiere at this year's national Jaycees' convention, which will be held here in the fall.

Even without formal indoctrination, however, people here cannot escape the bomb. The local media carry almost daily news of actions by survivor groups. Everyone seems to have a relative who died or a neighbor who survived. And the rusting dome and the park are constant reminders.

About 1.5 million people visit the park and museum every year. Schoolchildren arrive from around Japan. On some days there are as many as 10,000. They cluster around the park's memorials to the dead, take turns ringing a mammoth "peace bell" and deposit pleas for peace on wooden plaques at the dome.

Each summer, as another anniversary approaches, tablets that list the victims are taken from storage and the names of those who succumbed in the past year are added. Aug. 6 culminates with a series of emotional ceremonies sharing the theme "Never Again!"

Still, many people in Hiroshima worry that, despite their efforts, in much of Japan people think of the atomic bombs only twice a year, when television news reports on anniversary events at the two cities. Activists here do not like to admit it, but the anti-nuclear movement in Western Europe seems more effective than their own. The campaign here at the national level has been hamstrung for years by ideological feuding between groups allied with Japan's Communist and Socialist parties.

U.S. military ships are believed to routinely violate official Japanese strictures against carrying nuclear weapons into Japanese ports. Newspapers here dutifully log the ships' arrivals, but these days there is rarely a concerted effort to stop them.

Residents such as Toru Okada, 50, prefer to talk of Hiroshima's future. As an executive at the city's main brokerage house, Utsumiya Securities Co., he is excited about the internationalization of the economy here and throughout Japan. He notes with satisfaction that basketballs used in the Los Angeles Olympics were made in his town.

The city's stock exchange is one of seven regional markets in Japan. For years after the war, it closed for Aug. 6. But later, pragmatic businessmen decided to change. "If you're going to do business," said Mr. Okada, "it makes no sense to close down when everyone else is open."



Russians Soap Ink for Vodka, Czech Reports

The Associated Press  
FRANKFURT — A Soviet crew lost during maneuvers in Czechoslovakia stripped their tank for 24 hours, pickled, plus some bread, and were found floating in the liquor in a four-day later. Frankfurter Zeitung reported a weekend issue.

Mr. Filip, a Czechoslovak who lives in Munich, attached by telephone at his home, said the accident occurred last fall during a Pechino maneuver. He learned about it three weeks ago in a letter from his sources. The account, based on a report, said the crew had lost in a village where they had to wait, hungry and tired, until the tank behind a tree, rainy night and snow. According to the account, the tank was found floating in a scrap metal.



Physical scars remain among the 114,000 Hiroshima residents who are officially registered as bomb survivors. The victims who died in the explosion and the thousands who died later from radiation-related diseases are remembered at annual services in Peace Memorial Park.

# INTERNATIONAL HERALD TRIBUNE

Published With The New York Times and The Washington Post

## Marcos's Strange Threat

To understand how perverse things are in the Philippines, you have only to reflect on the headline on a recent story in The Washington Post about how President Ferdinand Marcos intends to deal with his political opposition. It is not that in his frustration he is warning of a coup or some other use of military authority to consolidate his and his wife's and his friends' exalted position. The headline, which was both fair and accurate, said: "Marcos Threatens Early Election." The story explained that in raising the prospect of a snap election, Mr. Marcos apparently was gambling that opposition disunity would keep him in power.

Therein lies the irony and the difficulty of the situation in the former U.S. colony. Mr. Marcos has badly misgoverned the Philippines, abused power for the personal gain of his family and friends, and indirectly helped create a Communist-led insurgency that appears to be gaining in the countryside. He has managed to turn America's strategic and sentimental attachment to his country into a bulwark of his personal rule, despite the efforts by successive U.S. administrations (including, in its fashion, the current one) to steer him toward reform or, that failing, to put some daylight between Washington and the man in Manila.

But at the same time Mr. Marcos has exploited the forms of democracy, playing di-

vide-and-conquer politics and appealing deftly to the people's complex and confused feelings toward the United States. When he fights dirty, he wins, and the opposition curse him. When he fights clean, or reasonably clean, he looks like a winner too; for this, the opposition cannot forgive him.

So what is the United States to do to prevent one more righteous friend from going down the drain and carrying U.S. interests with him? Or rather, at this late date, how can the United States nudge along reform in a way that will avoid destabilizing the country and opening the door to a Communist takeover?

Perhaps Washington cannot do much more than it is already doing: This includes the administration's emphasis on democratic process, economic stabilization, good government and effective counterinsurgency, and the congressional effort to redirect aid away from the military and toward civilians.

But the Filipino democratic opposition has its own responsibility. Its leaders decry President Reagan's tendency to pose the Philippines' choice as either Ferdinand Marcos or a Communist deluge. Yet they do not pull themselves together to create a viable third option. They are the ones who make it possible for Mr. Marcos to "threaten elections."

—THE WASHINGTON POST.

## Salvage From Flight 007

The tragedy of the South Korean airliner shot down in September 1983 has had one positive result: a tentative agreement among the United States, the Soviet Union and Japan on a warning system that could prevent a recurrence. In the absence of more significant accords, even a token of cooperation is welcome, particularly in view of the sensitivities raised on each side by the plane's loss.

Korean Air Lines' Flight 007, en route from Anchorage, Alaska, to Seoul, strayed north of its flight path and cut deep across Soviet territory. It was shot down by Soviet fighters, killing all 269 aboard, an action that outraged world opinion and further froze U.S.-Soviet relations. Soviet officials contended that the aircraft had an intelligence mission.

Despite the intense feelings about the incident, Washington and Tokyo in early 1984 proposed to the Soviet Union that talks be

held on preventing recurrences, and Moscow accepted. The new agreement calls for phone links between the Tokyo air traffic control center and centers in Anchorage and Khabarovsk. When Soviet controllers next detect an unknown plane in their airspace, they will be able to call Tokyo for Japanese and American help in identifying it. More significantly, the arrangement represents tacit Soviet acknowledgment that the proper course is to be sure about a target before opening fire.

The agreement opens the way for three others: restoration of Aeroflot's landing rights in the United States; new consulates in Kiev and New York, held up by the plane's downing, and a new cultural agreement. Progress on these small but practical issues provides at least a useful backdrop for President Reagan's November meeting with Mikhail Gorbachev.

—THE NEW YORK TIMES.

## The Hammer and the Fickle

What purer market is there than an auction? Interested buyers compete openly and the highest bidder wins. So much for that illusion, at least as it applies to auctions for art, heirlooms and other elegance. It now turns out that some auction houses do their business rather like houses of another kind, with large mirrors and loose morals.

Little in an auction house is quite what it seems. First there are "bids off the chandelier," a razzle-dazzle of ascending prices called out by the auctioneer at the start of a sale. The imaginary bids let buyers infer they face fierce competition. If this trick does not rouse customers enough, there is another to frustrate them from achieving too cheap a gratification. It is a secret reserve price, agreed on beforehand with the seller. A picture that fails to reach it will be "bought in" by the house.

But news of buying in can prick the inflated expectations induced by the house and make art prices sag. So the phantom nature of the winning bidder is sometimes concealed. At a sale in London in 1977, Sotheby's claimed a record £115,000 (£157,000 at current rates) for a Guernsey violin. But no one had bid that "record" price. The underbidder was persuad-

ed to do so after the sale, but later withdrew.

In a New York sale of May 1981, Christie's chairman, David Bannister, reported three out of eight Impressionist paintings had been sold, whereas in truth only one had been. Mr. Bannister, who recently resigned, attributed the disappointing results to "the fickle mind of the modern art collector."

Fierce competition, especially between Sotheby's and Christie's, is apparently a motive for these deceptive practices. Record prices help boost business and bring in clients, notes Douglas McGill of The New York Times in a survey of auction house practices.

The auctioneers claim that reserve prices must be kept secret to foil rings of buyers colluding not to bid against one another. They defend bids off the chandelier as being the theoretical offers of bidders who have told them their top price beforehand.

The deceptive practices may serve some sellers but serve chiefly to let the auction house manipulate the market and squeeze higher prices from consumers. No wonder art collectors have become fickle, bruised so often by the auctioneer's hammer.

—THE NEW YORK TIMES.

## Other Opinion

### Marcos and His Opponents

The Philippines president, Ferdinand Marcos, has returned to his practice of bidding up the price of U.S. bases in terms of U.S. support of his regime. The question for the United States is whether it could not do without the bases. The growth of the insurgency reflects the growth of disillusion with the Marcos government, its authoritarianism, crony system, corruption, disdain for social reform, inability to resolve serious economic problems, and above all, its unwillingness to change.

America should try to distance itself from Mr. Marcos and to pay more than lip service to the need for democracy in the Philippines. History shows that the United States can support dictators and ignore their popular opposi-

tion until it is too late for a democratic alternative. That history should not be repeated.

—The St. Louis Post-Dispatch.

### The Japanese Trade Plan

With a claim that the Japanese market will become the "most open" in the world, Tokyo has unveiled its latest program for trade liberalization. The plan can hardly avoid international skepticism. It is all too obviously aimed at easing frictions with major world powers, at the cost of small nations. If initial reactions from the United States and Europe are skeptical, it would be more than natural for Korea and other developing countries to be critical of the Japanese package.

—The Korea Times (Seoul).

### FROM OUR AUG. 6 PAGES, 75 AND 50 YEARS AGO

**1910: 60 Days of Summer Vacation?** NEW YORK — Newspapers comment on President W.H. Taft's idea of sixty days of summer vacation. The Baltimore "American" says: "Many people who could afford a sixty-day vacation are indifferent about even a six-day stop off from the daily routine. The work habit becomes so firmly established that they get lonesome when separated from their usual engagements." The Pittsburgh "Dispatch" remarks: "A sixty days' vacation seems utopian, although perhaps it may be no more so than a two weeks' vacation seemed to another generation. It is a pleasant thing to think about anyway." The Boston "Globe" adds: "President Taft's idea is carried out largely by perhaps only one class of people. Farmers. As we cannot all be farmers, the regular two weeks must suffice and we ought to be thankful."

**1935: Dorothy Frooks for President** LOS ANGELES — Miss Dorothy Frooks, 35-year-old lawyer, became a candidate for the presidency [on Aug. 5]. Miss Frooks, who stumped for women's suffrage at the age of eleven, came here to attend the American Bar Association sessions, at which she offered a plan to "wipe out crime in thirty days." "My plan is simple," she said. "Merely get rid of political crooks." With a crusading plow in her eye, she said she was "quite sure a woman will sit in the President's chair within the next fifteen years." She explained the "Frooks for President" movement had gained no momentum as yet, because she was concentrating on being elected to Congress next fall. The fiery feminist has chalked up performances in several fields, including being the highest-ranking woman officer in the United States Navy.

### INTERNATIONAL HERALD TRIBUNE

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## ARTS / LEISURE

## Dining on the Rails In 'God's Country'

By Judy Klemesrud

*New York Times Service*

**L**YLE, Minnesota — The loudspeaker crackled, and the voice of the conductor, Scott Ahlheim, came on the air. "As we passed through Lyle, Minnesota," he said, "we entered a place some of us fondly know as God's Country."

The voters seem to have a balance that makes sense.

TERMS OF THE ISSUES, AT EVIDENT IN THE 1976, REPUBLICAN VICTORIES AT THE PUBLIC wanted limits of expansion of government.

IT was also apparent, early in

Reagan term, that the voters

want significant cuts in

such as Social Security and

the middle class. The

one-controlled Congress liked

any such proposal.

IT realities sometimes impel

partisan moves such as the

ease of 1982 and the fiscal

reforms of 1983. But the

compromises move with

new parameters.

THE evidence balance between the public

and private sectors — the major

subject of political debate in

the United States for 50 years — is

very much where the public

and has voted to keep it.

THE balance on foreign poli-

cies elected officials have had

an effect on a determined

stance or on determined

officials who have the

face of the president. Yet they

have some limits, and do. The

example, has made it clear

to give carte blanche to the

Senate or to cover U.S. actions

in Central America.

AMERICANS came to regard the

Administration's foreign policy as

so soft. They prefer the more

risky policies of Ronald

Reagan, but with the assertiveness

own and the risks limited

to this balance in America

will not last. The actors, and

es, will change.

THE basic assumption for

a nation at peace will be

to be maintained. The

William McNeill has described

rough history, military move-

ments control over the com-

war machines and big busi-

ness go together. In this we-

nes and wars tend to prode

and economies, which are les-

than market economies,

in a democracy, citizens

of government interference

in wartime. The mobiliza-

tions of 1917-1918, as Mc-

Neill points out, helped inspi-

re the war effort; and it was

not World War I, but the

New Deal, that real-

steely progressive income in

virtually rates up to 91 per-

cent a time in the 1940s is look-

ed at as a model for what

we're doing," said Randi

Vining, 35, who acts as the train's host on

most nights and oversees the staff of 18. "I've heard there is a dinner train in Arkansas operating on only four miles of track, but they don't cook the train."

The cooking on the Star Clipper is done in the middle passenger car, which has been converted into a kitchen. There, Dorothy Crooks and Diane Miller prepare soup, salads, main course and dessert. The passengers get a choice of prime rib, Cornish hen or a seafood dish. The dessert is generally mint ice cream inside a chocolate crust, topped with whipped cream.

The passengers — 144 is the limit — sit at tables for four in the dining cars, the Velvet Rose and the Snowbird. Randi Vining said the cars were once part of the Phoebe Snow, a celebrated passenger train that ran between Buffalo, New York, and Hoboken, New Jersey, in the 1940s and 1950s.

On this particular evening, many of the passengers, from Iowa, Minnesota, Texas, Colorado and New York, were celebrating birthdays or anniversaries. "We're train bulls," said George Maher of Waseca, Minnesota. He and his wife, Linda, were celebrating their 45th wedding anniversary. "My wife's father was an old railroad man, a conductor on the Chicago Northwestern."

"This is just something interesting and different to do in the evening," LaVae Lillebo of Thompson, Iowa, said over her cauliflower and cheese soup. "I haven't ridden on a train for 25 years, and everyone is so friendly." As the train passed through the hamlet of London, Minnesota, she added: "It isn't every day you can take the train to London."

Donald and Mary Ann Bartz of Forest City, Iowa, were dining with their two adult children, Carolyn and Donald. "This is sort of a family reunion as well as a vacation," Bartz said.

As it grew dark, the overhead lighting in the dining cars was replaced by candlelight. Outside, the countryside was illuminated by floodlights fitted under the dining cars. With this lighting system, the three partners hope to operate the Star Clipper year-round.

Despite weighty opposition, Penguins sold a million copies in six months. George Orwell, writing in New English Weekly, said Penguin would be a disaster for publishers.

"The cheaper books become, the less money is spent on books," argued Orwell. He urged publishers to "suppress" Penguin.

But cheapness and quality proved a winner. As paperbacks caught on, many people from modest backgrounds could claim, as did

Penguins throughout the world.

"There's a lot of nostalgia with a railroad," he said. "People get to take a ride on a train, and we throw in an elegant four-course meal. It's very first class; not like a TV dinner."

"As far as we know, no one else in the United States is doing what we're doing," said Randi Vining,

35, who acts as the train's host on

the Star Clipper.

The Star Clipper is operated by

Walter Vining and his son, Randi,

and Jack Haley, an entrepreneur

from Washington.

Haley owns the Cedar Valley

Railroad, a 110-mile stretch that

follows the Cedar River most of the

way from Glenville to Cedar Falls.

He bought it from the Illinois Central

Gulf Railroad, and had been

using it mainly to haul grain.

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ner."

With the arrival of the train's

host, the passengers are invited

to sit down and eat.

"The train's host is a mix of

young people and adults,

and it's a mix of people from all

walks of life," said Vining.

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walks of life," said Vining.

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# Mondays NYSE Closing

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.

Dividend	Stock	Div. Yld.	PE	High	Low	Clos.	Gross Chg.
<b>(Confirmed from Page 7)</b>							
245	Coors	2.40	17.0	112	108	108	-
246	Corning	1.70	17.0	112	108	108	-
247	Corona	1.10	17.0	112	108	108	-
248	Corporation	1.40	17.0	112	108	108	-
249	Corporation	1.40	17.0	112	108	108	-
250	Corporation	1.40	17.0	112	108	108	-
251	Crane	1.00	17.0	112	108	108	-
252	Cray	1.70	17.0	112	108	108	-
253	Credit Suisse	1.50	17.0	112	108	108	-
254	Credit Suisse	1.50	17.0	112	108	108	-
255	Cuban	1.00	17.0	112	108	108	-
256	Cutter	1.00	17.0	112	108	108	-
257	Cutter	1.00	17.0	112	108	108	-
258	Cycles	1.00	17.0	112	108	108	-
259	Dallas	1.00	17.0	112	108	108	-
260	Damco	1.00	17.0	112	108	108	-
261	Danisco	1.00	17.0	112	108	108	-
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## THE EUROMARKETS

## Dollar-Straight New Issues Pick Up

Reuters

LONDON — Eurobond prices generally ended slightly lower Monday after a quiet day's trading, dealers said. Operators in the dollar-straight and floating-rate-note sections showed few signs of emerging from the sidelines, at least before Tuesday's start of the U.S. Treasury's quarterly refunding auctions.

However, the dollar-straight sector saw a flurry of new-issue activity, with three-tranche bond totaling \$243.70 million launched for CMT International, a subsidiary of Connecticut Mutual Life Insurance Co., while a \$100-million bond was issued for IBM Japan Ltd.

Seasoned dollar-straight issues mainly finished with falls of 1/8 to 1/4 point on the back of lower U.S. credit markets, dealers said. But selling was minimal ahead of Tuesday's auction of three-year U.S. government notes. Dealers agreed the results of the Treasury auctions would probably be the key to market sentiment this week.

However, they were reluctant to predict the outcome of the auc-

tions. "It's anyone's guess as to how they'll go," a trader at a U.S. bank said.

The three-tranche issue for CMT International consisted of a \$79.85-million bond paying 10% percent over five years and priced at par, and a \$147.95-million bond paying 11 percent over 10 years and priced at 99.95 percent. They each finished within their total fees at less than 1/4 percent.

The final tranche was a 15-year zero-coupon bond with a total redemption value of \$115.90 million, which was priced at 18.80 percent. It ended at less than 70 less 55 basis points against the 90-basis-point total fees. All the issues are backed by commercial mortgages.

IBM Japan Ltd. issued a \$100-million bond paying 10% percent over seven years and priced at 100% percent. Dealers noted that because the issue was launched in the name of IBM's Japanese subsidiary, it may be bought directly by Japanese investors. It was quoted on the market at less than 1/4 less 1/4 percent, compared with the total fees of 1/4 percent.

Back in the secondary market, floating-rate-note issues mainly finished little changed, though perpetual notes were lower on profit-taking after Friday's sharp gains, dealers said.

Japanese convertible bonds were slightly lower after a quiet session while sterling straights also dipped, if they changed at all.

## Paris Bank Buys Renault Offices

Reuters

PARIS — Crédit Lyonnais, the French state-owned bank, has agreed to buy Renault's offices building on the Champs Elysées in Paris for slightly less than 400 million francs (\$46.5 million), a Renault spokesman said Monday.

Renault, which had a consolidated net loss of 12.55 billion francs in 1984, has sold a number of assets and subsidiaries in recent months in a bid to raise funds and restructure its operations around car and truck manufacturing operations.

Last week, the French automaker confirmed it had sold its Mimo-Gitane bicycle subsidiary to a small bicycle maker in Western France.

## For Procter &amp; Gamble, the Golden Days Are Over

(Continued from Page 9)

The result, again, was a market-share slump.

Trying to get even with its upstart competitors, P&G has unleashed a raft of new and improved products in the past couple of years, with mixed results that seemed to indicate that P&G's marketing prowess, once seemingly invincible, had eroded.

"They've been rolling a lot of products out," Mr. Freedman said. "They've had less than super success."

Such new offerings as Duncan Hines cookies and Citrus Hill orange juice have been slow to gain market acceptance, in part because they are running up against particularly stiff competition — the cookies, for instance, must compete against Keebler, Nabisco Brands, and Grandma's, a PepsiCo subsidiary.

Such tough competition has become common for P&G. In part, it is caused by most consumer-products companies, coming off of flush years in the early 1980s, pouring money into developing and introducing new products — many of which were targeted right at Procter & Gamble.

"It's no accident that so many new products came against them at one time," Mr. Salzman said. "The guys who cranked up new product cycles," he added, "cranked up better ones."

In addition, P&G became something of a victim of its own considerable success. As the company has grown, it has struggled harder and harder to find big winners to sustain that growth.

It generally takes a series of major technological breakthroughs to keep up such massive growth, and P&G hasn't had many of those since the successes of fluoride toothpaste and the original concept of Pampers a couple of decades ago. Some of the company's breakthroughs in the interim have been less than rewarding such as Pringle's potato chips and Rely tampons, which fell victim to the toxic-shock scare in 1981.

The expenses of developing and advertising a whole flock of new products have also cut into P&G's earnings, with analysts estimating the company's overall new-product expenditures at \$300 million over the past few years, including \$150 million in the fiscal year just ended.

Procter & Gamble's best hope for the future currently is a material called sucrose polyester, a revolutionary synthetic fat that can reduce cholesterol levels in food. But sucrose polyester is still years away from the marketplace.

Lacking technological hits, and in search of products with maximum potential, P&G has had to enter some fairly large and hotly contested markets, such as cookies and orange juice.

"It's very difficult to grow a company that's \$14 billion in sales," Mr. Zurkushen said. "For that reason, to have anything meaningful you have to go into big markets, and in big markets, there's big competition."

The expenses of developing and advertising a whole flock of new products have also cut into P&G's earnings, with analysts estimating the company's overall new-product expenditures at \$300 million over

the past few years, including \$150 million in the fiscal year just ended.

Duncan Hines cookies have only captured about 5 percent of the huge but crowded cookie market, and in orange juice, P&G "spent" \$150 million in the past 18 months for a whopping 5 percent of the market," Mr. Salzman says.

"That's a big expenditure that wasn't originally anticipated in the earnings estimates," he adds.

Since most of P&G's product-introduction costs are now behind it, analysts expect the company to show a bit of a rebound in its new fiscal year.

"The overall trend in their market share seems to be firming, and in some cases is beginning to come back up," Mr. Salzman says.

At the same time, P&G's competitors are slowing down a bit. "Those factors should allow Procter's earnings to recover," Mr. Salzman says. "The question is not so much are they going to recover, but how much are they going to recover."

Still, the company that once towered over the consumer-products industry has been humbled a bit, and it may never regain all of its former dominance in the more competitive environment of today. "The Procter & Gamble that people had an image of just doesn't exist today," Mr. Salzman says.

And Mr. Freedman says, "The ability for them to be consistently dominant is in the past."

## France Reports Fall in Output

The Associated Press

PARIS — France's industrial production fell a seasonally adjusted 0.7 percent in the first quarter of this year from the last three months of 1984, and was down 1.5 percent from the year-earlier quarter, the National Statistics Institute reported Monday.

The result confirmed previous monthly indicators that showed industrial output declining in the first three months of the year as a result of unseasonably cold weather.

The cold weather was linked to France's stagnant gross domestic product, which showed no growth in the first quarter from the previous three months. GDP measures the total value of goods and services but excludes income from foreign investments.

Since the end of the first quarter, France's monthly industrial production survey found a 2.2-percent decline in April and a 1.5-percent increase in May.

Surveys by the Bank of France and the statistics institute have anticipated a moderate rebound in the second half of 1985, when scheduled tax cuts are expected to boost consumer spending.

Highs-Lows

EW HIGHS 12

EW LOWS 1

EW

# OIL & MONEY IN THE EIGHTIES. LONDON, OCTOBER 24-25, 1985.

The sixth annual International Herald Tribune/Oil Daily Conference on "Oil and Money in the Eighties" will take place on October 24 and 25 in London. The theme of this year's conference is "Surviving in a Competitive Environment". The program, designed for all senior executives in energy and related fields, will address the key issues affecting the current energy situation and assess future trends and strategies. Key speakers will include: H.E. Dr. Professor Subroto, Minister of Mines and Energy, Indonesia; The Honorable John S. Herrington, United States Energy Secretary; Allen E. Murray, President, Mobil Corporation; Arve Johnsen, President, StatOil and The Honorable John Moore M.P., Financial Secretary to the Treasury, United Kingdom.

For full details, please contact the International Herald Tribune Conference Office, 181 Avenue Charles-de-Gaulle, 92521 Neuilly Cedex, France. Telephone: (33-1) 747-12-65, Ext. 4568. Telex: 61359.

## The Ideal Travel Wallet

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(Continued From Back Page)

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## BUSINESS ROUNDUP

**Isuzu Unit Is to Build U.S. Plant***The Associated Press*

TOKYO — Isuzu Truck of America Inc., a subsidiary of Japan's major truck maker, Isuzu Motors Ltd., will build its first U.S. plant in Russellville, Kentucky, the parent company announced Monday.

The plant is to assemble the chassis for medium-size buses, with production to start next spring.

The subsidiary, owned 80 percent by Isuzu Motors and 20 percent by the trading concern, C. Itoh & Co., has headquarters in California. Since its establishment last year, it has been importing small Isuzu E1 trucks and medium-size buses.

Chassis production will be an annual 300 units, but output will increase to between 600 and 700 in three years, Isuzu said. The chassis will be supplied to U.S. dealers for use in assembling buses and camping vehicles.

Kentucky "is close to our 80 dealers" and the South "is actively promoting corporate investment," Isuzu said, explaining its choice of location for the plant.

Nissan Motor Co. produces 200,000 cars and trucks a year at its plant in Smyrna, Tennessee, and Japanese press reports have listed Tennessee, Georgia and South Carolina as possible sites for the first U.S. plant of Toyota Motors, Japan's biggest automaker.

Isuzu Motors is owned 34.2 percent by General Motors Corp. and supplies GM with medium-size trucks, namely the GMC Forward and Chevrolet Tiltmaster.

**Caledonia Mine to Reopen***Reuter*

NOUMEA, New Caledonia — Work will resume Tuesday at New Caledonia's main nickel mine in Thio after being shut for a week because of demonstrations and obstructions by pro-independence militants, management said Monday. Officials said the militants had removed barricades blocking the mine.

**Sumitomo Plans New Trust Bank In New York***By Michael Parks  
Los Angeles Times Service*

TOKYO — Sumitomo Bank Ltd. of Japan said Monday that it plans to open a trust bank in New York to manage private U.S. pension funds.

Finance Ministry sources said overseas trust branches of Japanese city and long-term banks are being allowed to increase their activities following Tokyo's recent decision to allow nine foreign banks to start trust businesses in Japan.

The Sumitomo branch's capital will be about \$1 million. Banking sources said Sumitomo may be the first commercial bank to show interest in an all-business overseas trust subsidiary.

Trust business abroad by Japanese banks at present is limited to seven trust banks and Daiwa Bank Ltd., and to some overseas subsidiaries of banks taken over by Japanese city and long-term banks before trust and commercial banks were separated in the early 1950s.

The trust bank arms of commercial and long-term banks have been restricted to assisting non-Japanese clients, since they are not allowed to do trust business in Japan.

**COMPANY NOTES**

Bentley Cos. board of directors removed James L. Dutt as chairman and chief executive officer of the food and consumer products company in an unexpected action. William W. Granger Jr., the former vice chairman, is to replace Mr. Dutt, who will remain as a consultant to the company.

Cliff Oil PLC said it reached an agreement under which Britoil PLC will earn an interest in the Cliff-operated North Sea Block 26/12. Under the agreement, if all wells are drilled, Britoil could obtain a substantial stake and option to become operator after completion of the first well.

Sabena, the Belgian national airline, said traffic rose by 7.4 per-

**Apple Plans to Suspend Sales in South Africa***By Michael Parks  
Los Angeles Times Service*

JOHANNESBURG — Apple Computer Inc. is suspending sales to South Africa because of the country's apartheid policy and political pressure on it in the United States, the company's South African distributor has said.

Apple's European regional office last week informed the distributor, Base 2 Ltd., that as of Oct. 31 it will no longer sell its range of personal computers or peripheral equipment in South Africa but that it will continue to supply spare parts, John Flotsland, managing director of Base 2, said Sunday.

The U.S. computer concern has no direct investment in South Africa, Mr. Flotsland said, and his company has handled all its business for the past six years.

Although a dozen American companies — Chase Manhattan Bank, Pan American World Airways and Blue Bell Inc. among them — have recently pulled out of South Africa or reduced their presence there, Apple is the first to say it is doing so for political rather than economic reasons.

"Apple was quite plain that its reasons were political," Mr. Flotsland said. "Apple felt that, in view of the current feeling in the United

States and recent events here, it did not want to be in South Africa, and so they are pulling out."

Sales of Apple computers, like those of other personal computers, have declined in the past year due to South Africa's steep recession, but Mr. Flotsland said that Apple had an increasing share of that highly competitive market.

**Foreigners Treble Japan Investment**

*The Associated Press*

TOKYO — Direct investment in Japan by foreign companies surged to \$25.6 billion yen (\$108 million) in June from \$8.5 billion yen a year earlier, the Finance Ministry said Monday.

The ministry said Chrysler Corp. increased its stake in Mitsubishi Motors Corp. to 20 percent from 15 percent while companies in the United States and elsewhere stepped up investment especially in the field of biotechnology.

In the first six months of 1985, direct investments in Japan totaled \$2.5 billion yen, or \$390 million, in 1,780 separate cases, which was nearly double the year-earlier levels, the ministry said.

**Plan to Sell Lufthansa Stock Slowed***Reuters*

BONN — A political dispute has delayed the West German government's plan to sell some of its holding in Lufthansa, the profitable national airline, amid fears that foreign rather than German investors will snap up the shares.

The government had hoped to sell a quarter of Lufthansa by the end of 1985 as part of its policy to cut the state's role in the economy and widen stock ownership in companies.

But Chancellor Helmut Kohl's administration failed to take account of determined opposition from both the country's most prominent arch-conservative, Franz-Josef Strauss, the Bavarian conservative leader, and Lufthansa's board chairman, Franz Ruhm, who was appointed chairman by the previous Social Democratic government.

"This remarkable alliance between conservative and socialist has so far succeeded in blocking the sale but it won't be able to hold out much longer than next year," an airline analyst at a major German bank said.

The government plans to reduce its ownership from nearly 80 percent at present to 55 percent.

Mr. Strauss, whose Christian Social Union is a partner in the center-right government, fears foreign investors could build up a 25-percent blocking minority in the national carrier.

The airline analyst, who asked not to be identified, described Strauss' fears of foreign ownership as exaggerated.

He said the sale would go ahead eventually because the Bavarian leader's concerns were not shared by the rest of the business community or government.

The government plans new talks with Mr. Strauss in September.

Lufthansa's share sale has become particularly attractive to investors since the airline's profits last year reached a record in its 30-year history.

**Peru Cuts Interest Rates on Deposits***Reuters*

LIMA — The new government of Peru, facing the worst economic crisis in the country's history, more than halved interest rates on deposits Friday in a move to bring down inflation.

Banks were closed after more than 25,000 bank workers walked off their jobs for 24 hours to press for a 200-percent pay rise. This would take their monthly pay to about \$265.

Private bus owners said they had suspended services in Lima for 48 hours to protest about a new fare tax.

**U.S. Suspension Condemned**

Two former presidents of Venezuela said Monday that the U.S. suspension of economic and military aid to Peru because its failure

to repay its foreign debt was a "drastic" and unwarranted move, United Press International reported from Caracas.

Former Venezuelan President Carlos Andres Perez said: "Alan Garcia is a democratic president who is not proposing any extreme measures and who recognizes it is absolutely necessary to pay back the debt." Another former Venezuelan president, Rafael Caldera, termed the U.S. move a "drastic" action.

The U.S. announcement that it would cut off aid to Peru came after Mr. Garcia said his nation would not be able to make payments on principal of its \$13.5-billion foreign debt.

**Japan Puts Own Stamp on Training***(Continued from Page 9)*

years in a factory, part of the time on the assembly line, part of the time learning skills like accounting, computer-aided design, or reliability engineering.

This immersion in the world of the blue-collar employee and the resulting manufacturing experience is intended to create managers who have a detailed grasp of how their company's products are made, and who have a clearer picture of how management decisions affect the factory.

The experience is also designed to narrow the psychological gap between managers and workers.

Japanese college graduates are generally steeped in clerical skills by their companies as well. At Toshiba Corp., for example, potential managers begin with a month-long orientation program, part finishing school and part boot camp.

"We are training them to absorb basic knowledge and desired attitudes — to form loyalty to Toshiba, to be profit-minded, and to cooperate with other people," Mr. Saito said.

To forge that cooperation, Toshiba, like Hitachi and many other companies, sends its students on retreats where they are forced to interact. Toshiba's retreat involves a three-day visit to an island off Japan. Employees rise at 6 A.M. to participate in problem-solving exercises — acting out business situations, racing around obstacle courses, and dividing up chores.

Mr. Sato said the new employees leave the island as a close-knit group similar to a college class.

Before an employee becomes a manager, he is sent back to company schools for the management training an American might get in business school.

Some Japanese educators say that the differences between U.S. and Japanese business education have been exaggerated. Others believe that the differences lie not in education, but in the capital structure and stockholding patterns in Japan. These allow Japanese managers a freedom to forgo immediate profits, a leeway denied to American managers under pressure to produce good quarterly results.

But holders of both views contend that many Japanese training programs are better than those in the United States. During the U.S. occupation after World War II, Japan's Ministry of International Trade and Industry sent 14 government and business officials to a supervisor

of Japanese college students on retreats where they are forced to interact. Toshiba's retreat involves a three-day visit to an island off Japan. Employees rise at 6 A.M. to participate in problem-solving exercises — acting out business situations, racing around obstacle courses, and dividing up chores.

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Some Japanese educators say that the differences between U.S. and Japanese business education have been exaggerated. Others believe that the differences lie not in education, but in the capital structure and stockholding patterns in Japan. These allow Japanese managers a freedom to forgo immediate profits, a leeway denied to American managers under pressure to produce good quarterly results.

But holders of both views contend that many Japanese training programs are better than those in the United States. During the U.S. occupation after World War II, Japan's Ministry of International Trade and Industry sent 14 government and business officials to a supervisor

of Japanese college students on retreats where they are forced to interact. Toshiba's retreat involves a three-day visit to an island off Japan. Employees rise at 6 A.M. to participate in problem-solving exercises — acting out business situations, racing around obstacle courses, and dividing up chores.

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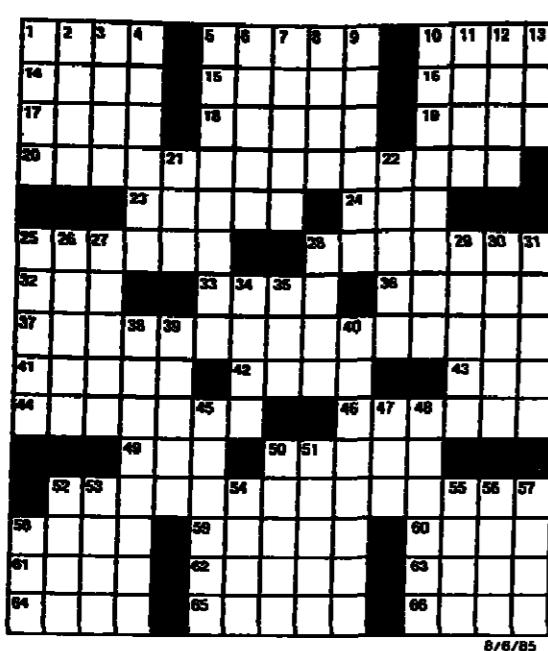
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But

## BOOKS



## PEANUTS



## BLONDIE



## BEETLE BAILEY



## ANDY CAPP



## WIZARD OF ID



© New York Times, edited by Eugene Maleska.

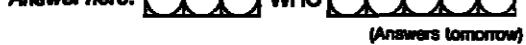
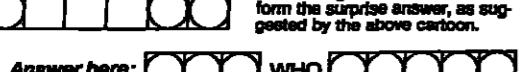
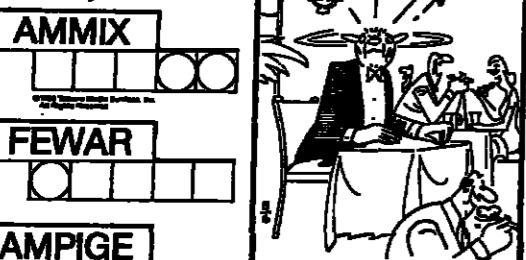
## DENNIS THE MENACE



"BOY! HOW MANY TIMES HAVE YOU TOLD ME NOT TO PLAY BALL IN THE HOUSE? HUH, MOM?"

THAT SCRABBLE WORD GAME  
by Henri Arnold and Bob Lee

Unscramble these four Jumbles, one letter to each square, to form four ordinary words.



Now arrange the circled letters to form the surprise answer, as suggested by the above cartoon.

Answer here: WHO (Answers tomorrow)

Yesterday's Jumble: PUDGY BUMPY EGOCISM FINERY

Answer: What is worse when the doctor said, "This won't hurt."

AN "M.D." PROMISE (empty promise)

AMMIX

FEWAR

AMPIGE

HARSHT

THE WAITER FINALLY COMES TO THIS.

WEATHER

EUROPE HIGH LOW

Asia HIGH LOW

AFRICA HIGH LOW

LATIN AMERICA HIGH LOW

NORTH AMERICA HIGH LOW

MIDDLE EAST HIGH LOW

OCEANIA HIGH LOW

Tuesday's Forecast: CHANNEL: Rainy. FRANKFURT: Cloudy. Temp. 14-17 (61-72). MADRID: Cloudy. Temp. 17-20 (65-70). NEW YORK: Partly cloudy. Temp. 20-23 (70-75). PARIS: Partly cloudy. Temp. 16-19 (64-70). TEL AVIV: Cloudy. Temp. 17-19 (63-70). ZURICH: Cloudy. Temp. 20-23 (70-75). SINGAPORE: Thunderstorms. Temp. 26-28 (75-80). Cloudy. Temp. 26-29 (71-79). TOKYO: Showers. Temp. 22-26 (70-77).

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## SPORTS

## Salary Arbitration Halts Negotiations

By Murray Chass

*New York Times Service*

— If baseball runs into a strike Tuesday, the cause — after nearly nine months of fruitless negotiations — could be salary arbitration, the 12-year-old procedure that was the first to give players contract bargaining leverage.

That became apparent Sunday when each side made a proposal on the benefit-plan contribution and the other rejected it because of salary arbitration. The owners rejected the players' proposal because it was tied to leaving salary arbitration unchanged. The players rejected the owners' idea because it was linked to changing salary arbitration.

The arbitration system, which preceded free agency by three years, has become critical in the owners' thinking because they feel it is perhaps more responsible for the escalation of salaries than free agency, and they want to retard the escalation.

The negotiations adjourned after about two and a half hours and scheduled no further bargaining sessions. They returned to their offices and awaited a telephone call from the other side saying it wanted to meet again.

As they waited, the possibility of a strike loomed larger. Monday's schedule of four American League games and six National League games could be the last for a while. The players struck for 50 days in 1981.

"We are not in a position to advise the players by Tuesday morning at the latest or Monday night that there is an agreement; the players will not go to the ball parks Tuesday," Donald Fehr, the union chief, said. "Players will not travel after Monday night's games."

At Sunday's bargaining session, the union moved away from its demand for one-third, \$60 million, of the national television revenue for the players' benefit plan in what Fehr said was "our best shot at reaching an agreement."

The proposal called for the owners to contribute something less than \$60 million a year to the benefit plan. The players did not cite a specific figure because the owners

did not ask, but Fehr said the proposal would save the owners "easily tens and tens of millions of dollars."

The owners would take the money saved and put it in a fund for distribution to what Fehr called the "disadvantaged" clubs.

"What they say, in essence," Fehr said, "is that some clubs can't compete with other clubs because of poor markets and low revenues. One way to change that is to redistribute revenues. We're saying don't do it with your money; do it with money the players believe is theirs."

Lee MacPhail, the owners' chief negotiator, said the owners objected to the plan on two grounds: the revenue sharing aspect and the condition that the owners drop their demand for changes in the salary arbitration system.

"We've been thinking along similar lines," he said about the division of the television money. "That's something baseball should do rather than have the players association tell us how to do it."

Explaining why he did not ask Fehr for a specific contribution figure, MacPhail said: "Once, they made it clear that there could be no changes in salary arbitration, we weren't interested."

The negotiations adjourned after about two and a half hours and scheduled no further bargaining sessions. They returned to their offices and awaited a telephone call from the other side saying it wanted to meet again.

The owners' proposal was a modification of one they made last week linking their benefit-plan contribution to the escalation of salaries. Under the previous plan, the owners' contribution could drop to zero if total player salaries rose by \$38 million in one year. The owners modified that concept by placing a floor of \$15.5 million a year, the current contribution, no matter how high salaries rose.

Their response to that was that academically, it sounded good," MacPhail said, "but the fact that we said this would be coupled with our salary arbitration proposal resulted in their having less interest in it than they otherwise would."

The owners, in trying to dilute the effect of salary arbitration, want to raise the eligibility requirement from two years of major league service to three years. They also want to limit arbitration awards to 100 percent over the player's salary the previous year.

## SCOREBOARD

## Baseball

## Sunday's Major League Line Scores

AMERICAN LEAGUE			
Team	W	L	Pct.
Toronto	54	47	.552
Detroit	54	47	.552
New York	54	47	.552
Boston	52	49	.529
Baltimore	52	50	.515
Montreal	52	50	.515
Cleveland	52	50	.515
Seattle	48	54	.487
Philadelphia	48	54	.487
Minnesota	48	54	.487
St. Louis	48	54	.487
Chicago	48	54	.487
New York	48	54	.487
Seattle and Fisk; Crowley, Fisher (4), Shirley (7), Allen (9) and Haney, W.—Seaver, 12-4.			
Baltimore, V., P.—			
Boston	48	54	.487
Kansas City	48	54	.487
St. Louis	48	54	.487
Chicago	48	54	.487
New York	48	54	.487
Seattle and Fisk; Crowley, Fisher (4), Shirley (7), Allen (9) and Haney, W.—Seaver, 12-4.			
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Montreal	48	54	.487
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## CALIFORNIA POSTCARD Ladies Against Sexism

By Sharon L. Jones  
*The Associated Press*

**SAN FRANCISCO** — Phyllis Le Shaft is no ordinary lady. She's been around the country campaigning for creation of a House Committee on Unladylike Action and passage of the ERA (Equal Retirement Amendment).

She backs the "Seminal Life Amendment," which declares that "the right of sperm and egg to unite shall not be abridged."

Mrs. Le Shaft is one of many fictitious characters in a political satire called "Ladies Against Women: An Evening of Consciousness Lowering." The show's punchlines and tactics are increasingly being used by feminists to rile their opponents.

"Everybody thinks we're kidding, but everybody knows ladies don't have a sense of humor," said Gail Williams, 32, an original member of the Berkeley-based Plutonium Players, a troupe organized in 1977 to entertain at sit-ins and demonstrations.

The Ladies have a "Ladyfesto," which states their positions, including:

- "Make America a man again. Invade abroad."
- "Restore virginity as a high school graduation requirement."
- "Eliminate the gender gap by repealing the ladies' vote."

- "Abolish the environment. It takes up too much space and is too difficult to keep clean."

To get their political message across, the Plutonium Players specialize in "guerilla disruptions" that occur when actors burst in on a scene, taking the opposite viewpoint.

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The Plutonium Players and other feminists disagree.

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She also recalled last year's entry in the Gay Freedom Day parade in San Francisco: A "Reverend Jerry Falwell" preached and led "Moral Monopoly" members in what was named the "Most Outrageous Contingent."

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